

## **APPENDIX I**

### **Selected Publications**

#### **Key publications on exporting**

Keeping up to date on foreign and domestic economic developments and trends is essential to marketing wood products overseas. A variety of major U.S. and foreign daily and weekly newspapers and magazines provide information on economic conditions and trends. Listed below is a small sample of the types of publications available from private and Government sources.

The following publications are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Tel. (202) 512-1800:

1. Background Notes—Provides a survey of a nation's people, geography, economy, government, foreign policy, trade information (imports and exports), official exchange rates, major trading partners, and the nation's membership in international organizations.

2. Key Officers of Foreign Service Posts—Pocket-sized reference of key contacts in U.S. embassies and consulates around the world.

3. Business America Magazine—Provides information on overseas business opportunities, country profile summaries, and other useful articles on foreign trade, international business, and economics.

The following publications are available from the National Technical Information Service, 5285 Port Royal Rd., Springfield, VA 22161. Tel. (703) 487-4650:

4. The World Factbook—Produced annually by the Directorate of Intelligence of the Central Intelligence Agency. Provides statistical information on foreign countries including population, land area, nationalities, religion, languages, labor force, government, government leaders, political parties, GNP, major industries, imports, exports, and exchange rates.

5. FAS Commodity Circulars are reports on production, trade, and other specialized export information for major commodity groups, including wood products, issued at regular intervals during the year.

6. Food and Agricultural Export Directory lists export services and key contacts in the export business.

The following publications are available from AF&PA, 1111 19th St., NW, Suite 800, Washington, DC 20036. Tel. (202) 463-2700; Fax. 463-2785:

7. AgExporter—Magazine issued monthly by FAS which features articles and news items on market opportunities for U.S. agricultural products in foreign markets. Topics covered regularly include overseas markets and buying trends, new competitors and products, trade policy developments, and overseas promotional activities. It is available by subscription from AgExport Connections, AgBox 1052, AGX/FAS/USDA, Washington, DC 20250-1052. Tel. (202) 720-7103; Fax. 690-4374.

8. International Trade Report—A bimonthly newsletter of the American Forest and Paper Association (AF&PA) on foreign market opportunities and worldwide issues and developments affecting U.S. wood products trade. Included are foreign market reviews, updates on U.S. trade policy initiatives, summaries of pending U.S. legislation

affecting trade, references outlining export-related publications and information, and a listing of upcoming meetings, seminars, and foreign wood products trade shows.

9. Trends in Trade: The United States in World

Markets—Provides U.S. wood products trade data and information on U.S. wood consumption and world wood trade. A bibliography and glossary are also provided.

10. Hardwood Market Report—Weekly reports on U.S.

domestic hardwood lumber prices. Contact: HMR, P.O.

Box 241325, 755 Crossover Ln., Suite 228, Memphis, TN

38124-1325. Tel. (901) 767-9126; Fax. (901) 767-7534.

11. Weekly Hardwood Review—Weekly reports on the

U.S. hardwood situation. Contact: WH, P.O. Box 471307,

Charlotte, NC 28247-1307. Tel. (704) 543-4408.

12. Random Lengths Export Market Report—A biweekly

report on world markets for forest products. Included are

recent trends in U.S. wood products trade in major markets,

price reports for selected products, and other domestic and

foreign market information. Contact: Random Lengths Publications, Inc., P.O. Box 867, Eugene, OR 97440-0867. Tel. (503) 686-9925.

13. Wood Technology—Magazine issued 9 times a year by Miller Freeman, Inc. It includes articles on wood products industries and trade for all major wood markets and producing regions of the world. Contact: Miller Freeman, Inc., 600 Harrison St., San Francisco, CA 94107. Tel. (415) 905-2200; Fax. (415) 905-2630.

14. Ocean Liner Cargo Service Directory—A reference of available ocean liner cargo services. It is free from the Agricultural Marketing Service, U.S. Department of Agriculture, Washington, DC 20250. Tel. (202) 690-1304.

15. Foreign Commerce Handbook, U.S. Chamber of Commerce, Washington, DC 20230.

16. Uniform Customs and Practices for Documentary Credits, United States Council of the International Chamber of Commerce, 1212 Avenue of the Americas, New York, NY 10036.